ABSTRACT

A method and system for selecting potential bidders or suppliers for a current electronic auction by using quantitative models to create a prioritized list of potential suppliers. A prioritization software analyzes a supplier's bidding participation history and bidding competitiveness history from the bidding data collected for all prior auctions in which the supplier participated or was requested by the auction coordinator to participate. Using the prior bid data, the software generates a participation score and a competitiveness score for the supplier. The participation and competitiveness scores may be combined to generate a combined score. All potential suppliers may be prioritized based on any of these scores individually or a combination of two or more of these scores. The prioritization list generated using quantitative values instead of subjective values minimizes the amount of unnecessary calls to potential suppliers and maximizes the likelihood that a called supplier will place a competitive bid in the current auction, thereby increasing the bidding yield per supplier selected.